

## Message Text

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ACTION EB-11

INFO OCT-01 AF-10 ADP-00 CIAE-00 INR-10 NSAE-00 RSC-01

RSR-01 (ADP) W

----- 066417

R 271555Z AUG 73

FM AMEMBASSY LAGOS

TO USDOC WASHDC

INFO SECSTATE WASHDC 805

AMEMBASSY DOUALA

AMEMBASSY KINSHASA

AMEMBASSY YAOUNDE

UNCLAS LAGOS 6889

E.O. 11652: N/A

TAGS: BEXP, XA

SUBJECT: TECHNICAL SALES SEMINAR ON PORT MANAGEMENT

REF: A. LAGOS 4145

B. LAGOS 6443

1. BEGIN SUMMARY: CHAIRMAN OF NIGERIAN PORTS AUTHORITY HAS UNEXPECTEDLY QUESTIONED TIMING OF SUBJECT SEMINAR AND REFERRED MATTER TO MINISTRY OF TRANSPORT FOR DECISION. WE ARE CURRENTLY SEEKING APPOINTMENT TO DISCUSS PROBLEM AND IT WOULD HELP TO KNOW WHEN WE MAY EXCEPT SEMINAR PROGRAM AND LATEST DATE COMMERCE CAN WAIT FOR MOT DECISION. END SUMMARY

2. WITH NO WARNING AT ALL, CHAIRMAN OF NIGERIAN PORTS AUTHORITY SENT US LETTER AUGUST 22 RAISING QUESTIONS ABOUT TIMING OF TECHNICAL SALES SEMINAR ON PORT MANAGEMENT, AND INFORMED US THAT HE HAD REFERRED HIS QUESTIONS TO MOT FOR DECISION.

3. E.O. OSINDERO, WHO WAS ONLY NAMED CHAIRMAN IN LATE MAY OF THIS YEAR, WAS NOT PARTY TO EMBASSY'S FIRST CONVERSATIONS ON THIS SUBJECT, WHICH WERE CARRIED OUT WITH Y.S. ALAFIA, DEPUTY GENERAL MGR. OF NPA, WHO WAS SENIOR AVAILABLE PORT OFFICIAL AT THAT TIME (REF A). BECAUSE OSINDERO WAS OUT OF UNCLASSIFIED

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NIGERIA AT THE TIME, FOLLOW-UP PLANNING WAS ALSO CONDUCTED WITH

ALAFIA (REF B). IN ALL CONVERSATIONS WITH HIM, ALAFIA INDICATED THAT HE SPOKE FOR NIGERIAN PORTS AUTHORITY AND ENTHUSIASTICALLY ENDORSED SEMINAR.

4. IN HIS LETTER TO US OSINDERO ENDORSED SEMINAR IN PRINCIPLE, AND REFERRED TO ENTHUSIASTIC SUPPORT WE HAD HAD FROM ALAFIA. HOWEVER, OSINDERO RAISED QUESTION ABOUT PROPRIETY SEMINAR AT THIS TIME ON GROUNDS "ANOTHER EUROPEAN COUNTRY" CURRENTLY ENGAGED IN "EXERCISE WITH SIMILAR OBJECTIVES." HE PROFESSED CONCERN THAT STAGING OF U.S. SEMINAR IN OCTOBER COULD GIVE RISE TO POSSIBLE POLITICAL REPERCUSSIONS, AND IT IS ON THIS POINT APPARENTLY THAT HE HAS REFERRED MATTER TO MOT FOR DECISION. FYI: OSINDERO IS PRESUMABLY REFERRING TO NETHERLANDS'-SPONSORED SURVEY OF PORT NEEDS AND REQUIREMENTS THAT HAS BEEN IN PROGRESS OVER PAST 16 MONTHS. WE UNDERSTAND THIS COVERS MANAGEMENT, AS WELL AS EQUIPMENT AND TRAINING NEEDS AND IN THAT SENSE THERE IS CONCEIVABLE CONFLICT, BUT BETTER VIEW IS THAT DUTCH AND US EFFORTS COMPLEMENT ONE ANOTHER. RESPONSIBLE DUTCH EMBASSY OFFICIAL, CONSULTED TODAY, SEES NO IMPROPRIETY IN TIMING OF OUR SEMINAR, AND NO ESSENTIAL CONFLICT BETWEEN DUTCH LONG-TERM TECHNICAL ASSISTANCE PROJECT AND OUR SALES SEMINAR. END FYI

5. WE HAVE ASKED TO MEET WITH OSINDERO, AND IF IT SEEMS APPROPRIATE WILL REQUEST APPOINTMENT WITH MOT TO DISCUSS THIS SITUATION. WE ARE MINDFUL IN THIS CONNECTION OF COMMERCE'S PLANNING NEEDS, AND IT WOULD HELP US TO KNOW WHAT IS LATEST DATE ON WHICH COMMERCE WOULD REQUIRE FIRM DECISION ON SEMINAR. IT WOULD ALSO HELP ON QUESTION OF CONFLICT VERSUS COMPLEMENTARITY IF WE COULD HAVE SEMINAR PROGRAM SOONEST.

6. WE DOUBT THAT WE CAN CLEAR UP THIS MATTER PRIOR TO SEPTEMBER 2 ARRIVAL OF ADVANCE MAN OCWIEJA, BUT UNTIL WE CAN CLARIFY SITUATION SEEMS TO US WE SHOULD GO AHEAD WITH PLANNING AND WITH THIS VISIT. ADVANCE MAN MAY ALSO ASSIST IN CLARIFICATION. WE HAVE ARRANGED LUNCH FOR HIM WITH ALAFIA AND OTHER PORT OFFICIALS ON SEPTEMBER 3.  
REINHARDT

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**Subject:** TECHNICAL SALES SEMINAR ON PORT MANAGEMENT  
**TAGS:** BEXP, XA  
**To:** WASHDC SECSTATE WASHDC DOUALA KINSHASA YAOUNDE  
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